



# Contracting With CMS/OAGM in 2013

*2013 Contracting With CMS Conference  
Building and Maintaining Relationships to Achieve Results*

*Daniel Kane  
Director, Office of Acquisition & Grants  
Management*

*May 13, 2013*

# Introduction



OAGM is one of CMS' mission-critical service components—negotiating and administering hundreds of contracts, grants, and interagency agreements that amount to more than \$8 billion annually.

# OAGM's Mission & Vision

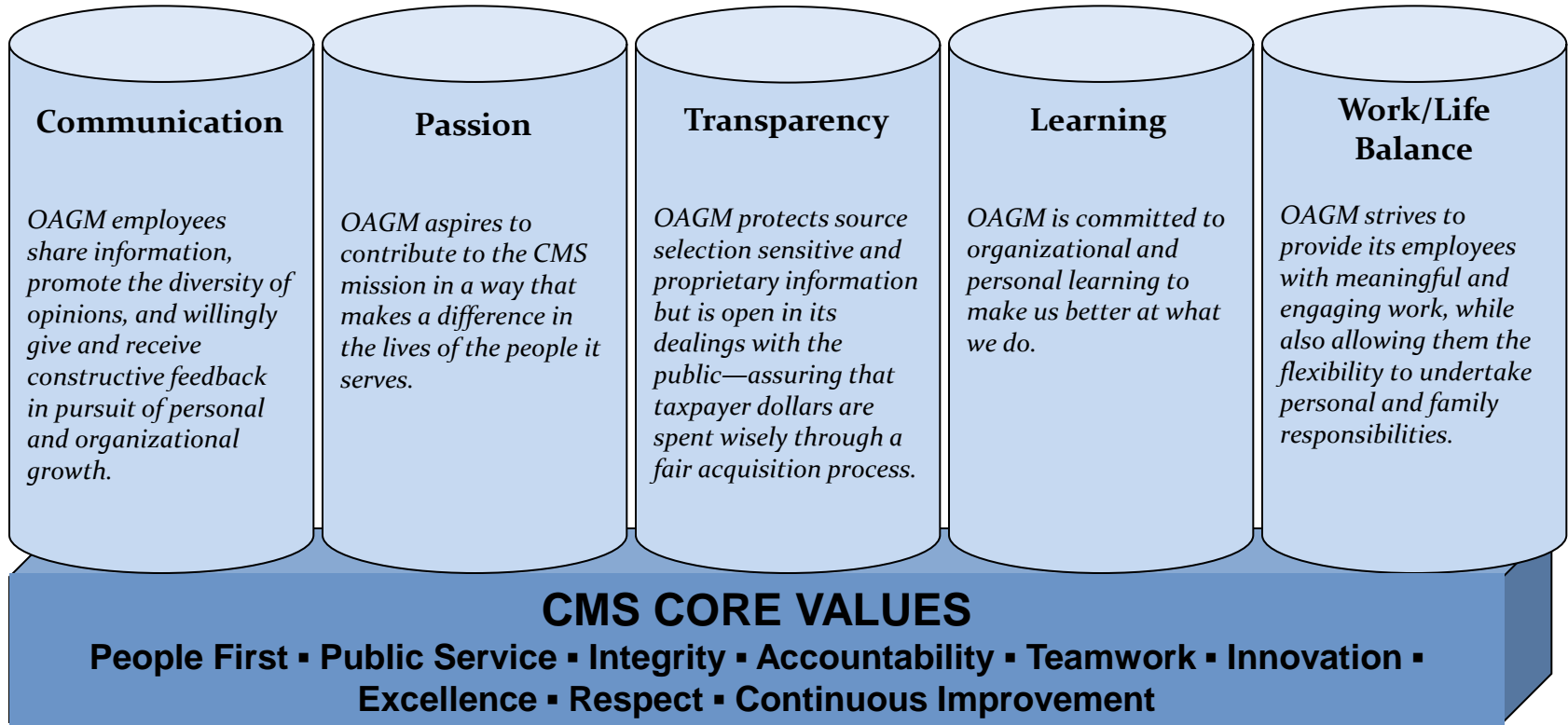
## Mission:

*“OAGM partners with all stakeholders to deliver the best value acquisition, grant, and interagency agreement solutions that promote high-quality care and services to the people we serve.”*

## Vision:

*“A best-in-class acquisition and grants management organization.”*

# OAGM Core Values Build on CMS' Core Values



# OAGM 2013 Strategic Areas of Focus

## Office of Acquisition & Grants Management's 12 Areas of Strategic Focus for 2013

- I. Implement early acquisition planning initiative
- II. Establish Office of Acquisition & Grants Management (OAGM)-wide Procurement Acquisition Lead Time (PALT) standards
- III. Develop an outreach initiative to provide acquisition information to our stakeholders
- IV. Pursue ongoing Federal Acquisition Certification training for Contract Specialists (FAC-C training), Contracting Officers' Representatives (FAC-COR training), and Project/Program Managers (FAC-P/PM training)
- V. Enhance training opportunities for senior-level contracting personnel
- VI. Provide for enhanced requirements development, capacity, and capability
- VII. Develop enhanced sources of information for the acquisition community
- VIII. Improve the management and oversight of contractors
- IX. Develop robust reporting and data management capability
- X. Ensure Comprehensive Acquisition Management System (CAMS) and other systems' stability
- XI. Ensure OAGM has an effective information technology (IT) modernization strategy
- XII. Increase data integrity

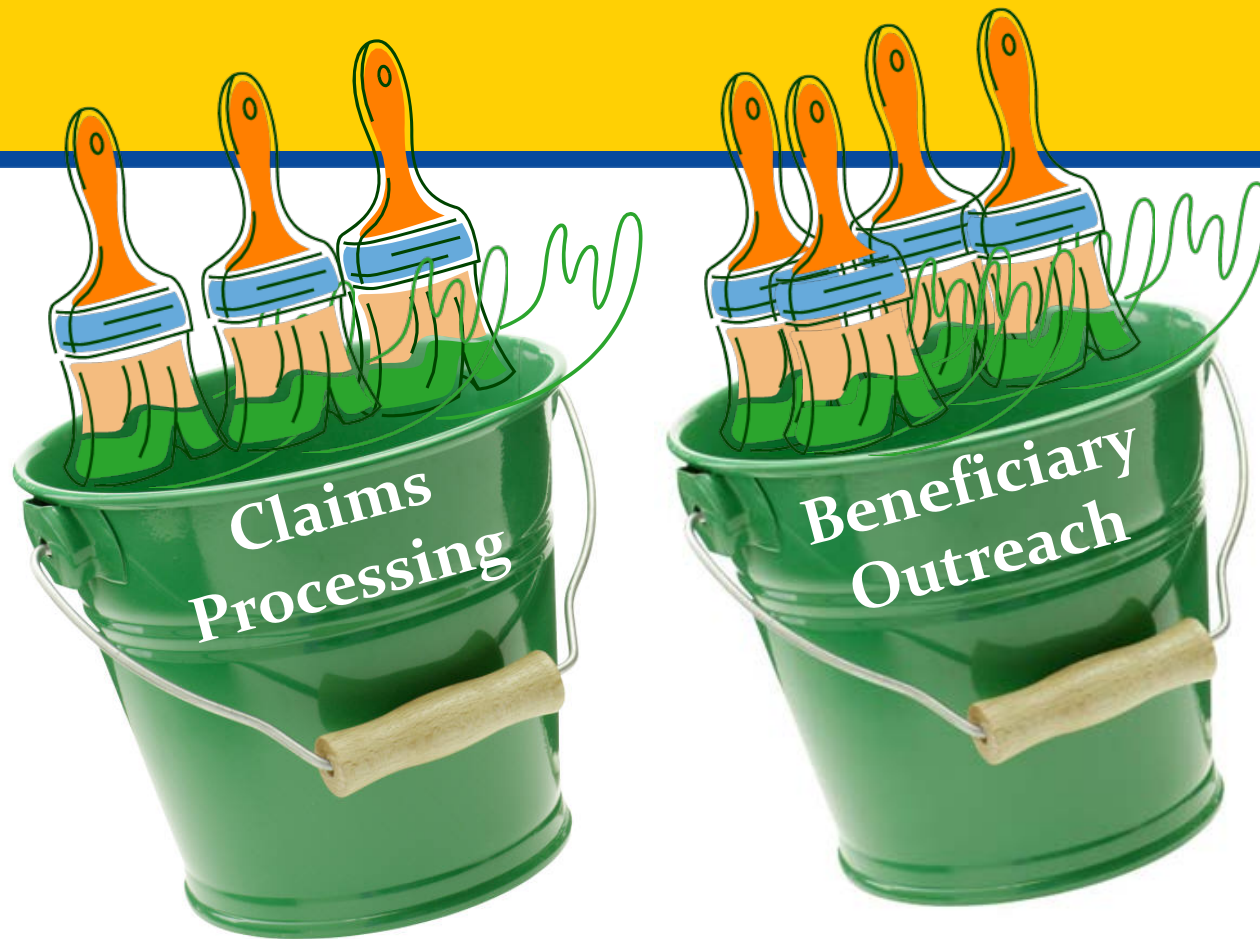
# CMS' Contracting Partners

- OAGM helped CMS obligate approximately **\$8 billion** in FY 12 through over **4,700** contracts, grants, and interagency transactions
- CMS Active Contracts (with 630 Vendors):
  - 1,116 Active Contracts
  - 560 Active Contracts are with Small Businesses
- CMS relies heavily on its contractor community to run its programs

# CMS Contracting Buckets (Areas of Focus)



# CMS Contracting Buckets



**Provide Outreach/Education**

**Qualified Independent Contractors**

**Medicare Administrative Contractors**

**CMS Web site**

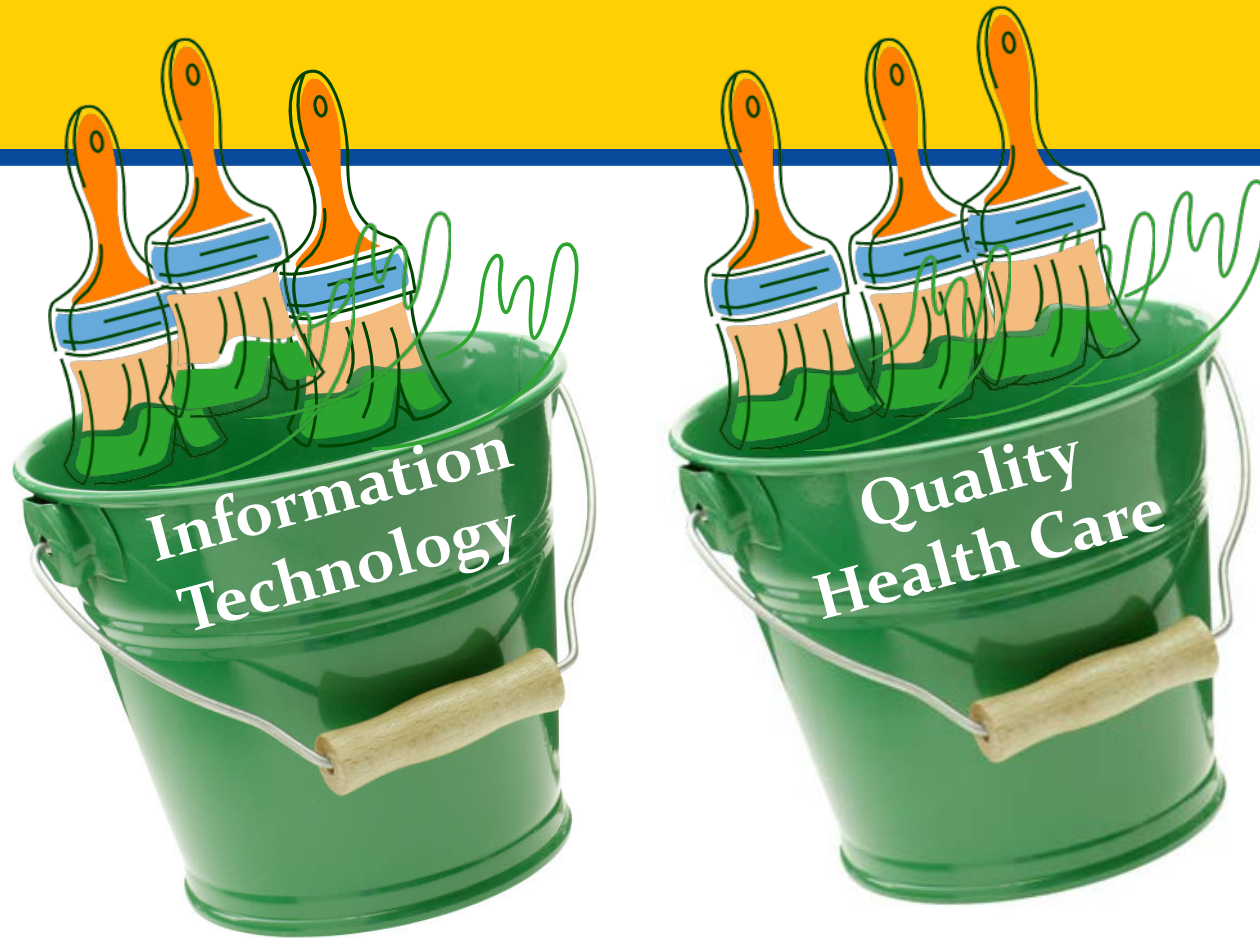
**Call Center**

**National  
Education  
Campaign  
(IDIQ)**

**Consumer  
Research &  
Communications  
(IDIQ)**



# CMS Contracting Buckets



Quality  
Improvement  
Organizations

Hospital  
Engagement  
Networks

Survey and  
Certification Support

Virtual Data Center Support (IDIQ)

Enterprise Systems Development (IDIQ)

Data Management (8(a) IDIQ)

# CMS Contracting Buckets



Data Consistency  
Efforts for States

Dual Eligible  
Efforts

Recovery Audit Contractors

Program Integrity Contractors

# CMS Contracting Buckets



Evaluation  
Contracts for  
Models of Care

Research  
Efforts Into  
Models of  
Benefit  
Payment

Eligibility & Enrollment

IT Support: [Healthcare.gov](https://www.healthcare.gov/)/Federal Exchange System

Eligibility Appeals

Numerous Support Services Contracts

# Largest CMS Prime Contractors

- Lockheed Martin Services, Inc.
- National Government Services, Inc.
- Vangent, Inc.
- CGS Administrators, LLC
- CGI Federal, Inc.
- Group Health Incorporated
- Palmetto GBA, LLC
- Novitas Solutions, Inc.
- Noridian Healthcare Solutions, LLC
- Northrup Grumman Information Technology, Inc.

# CMS IDIQ Umbrella Contracts

## Indefinite Delivery, Indefinite Quantity (IDIQ) Umbrella Contracts

Virtual Data Center (VDC)

Enterprise Systems Development (ESD)

Medicaid & CHIP Policy Implementation and Evaluation (MACPIE)

Small Business Expedited Research & Demonstration (SBRAD)

Measure & Instrument Development and Support (MIDS)

Program Safeguard Contractors (PSCs)

Zone Program Integrity Contractors (ZPICs)

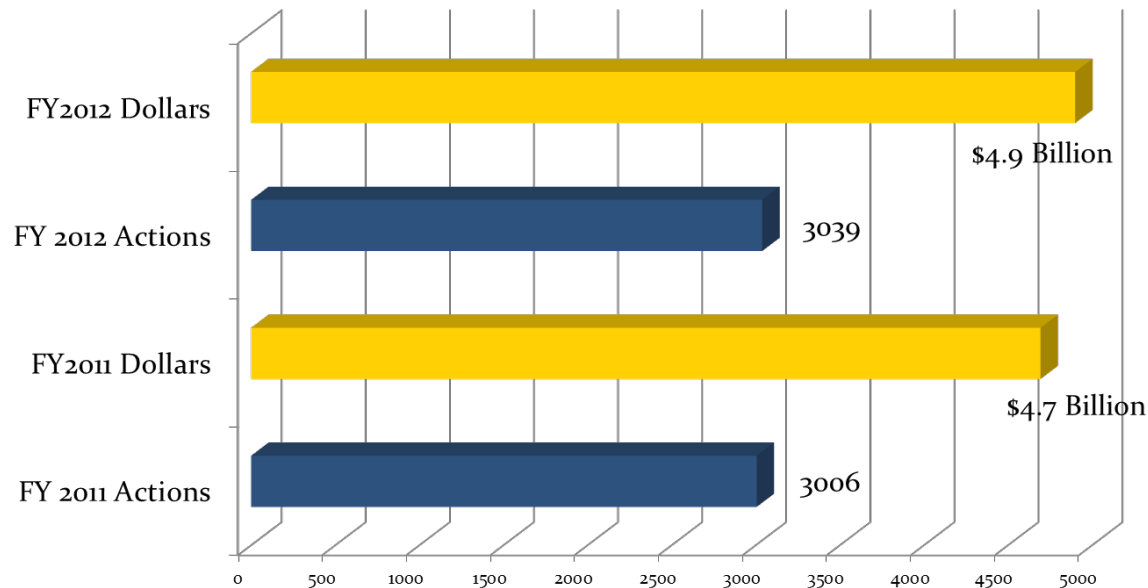
National Education Campaign (NEC)

# Challenges at CMS

- Budget Climate and Appropriations Process
- Affordable Care Act Implementation
  - Stood up two significant Centers in FYs 11 and 12
    - Center for Medicare and Medicaid Innovation
    - Center for Consumer Information and Insurance Oversight

# Challenges at CMS (Continued)

- Significant Increase in Contracting
  - Has been steadily trending upward in the past decade
  - >1.1% transaction increase between FY 11 and FY 12
  - >4.4% dollar increase between FY 11 and FY 12



# Challenges at CMS (Continued)

- Enterprise Approach to Contracting
- Increasingly Complex Contracting Issues
  - Reliance on At-Risk Contracts
  - Organizational Conflicts of Interest
  - Office of Federal Procurement Policy (OFPP)
  - Government Accountability Office (GAO)
  - Office of the Inspector General (OIG)
  - Congress



# CMS Fiscal Year 2013 Forecast

---

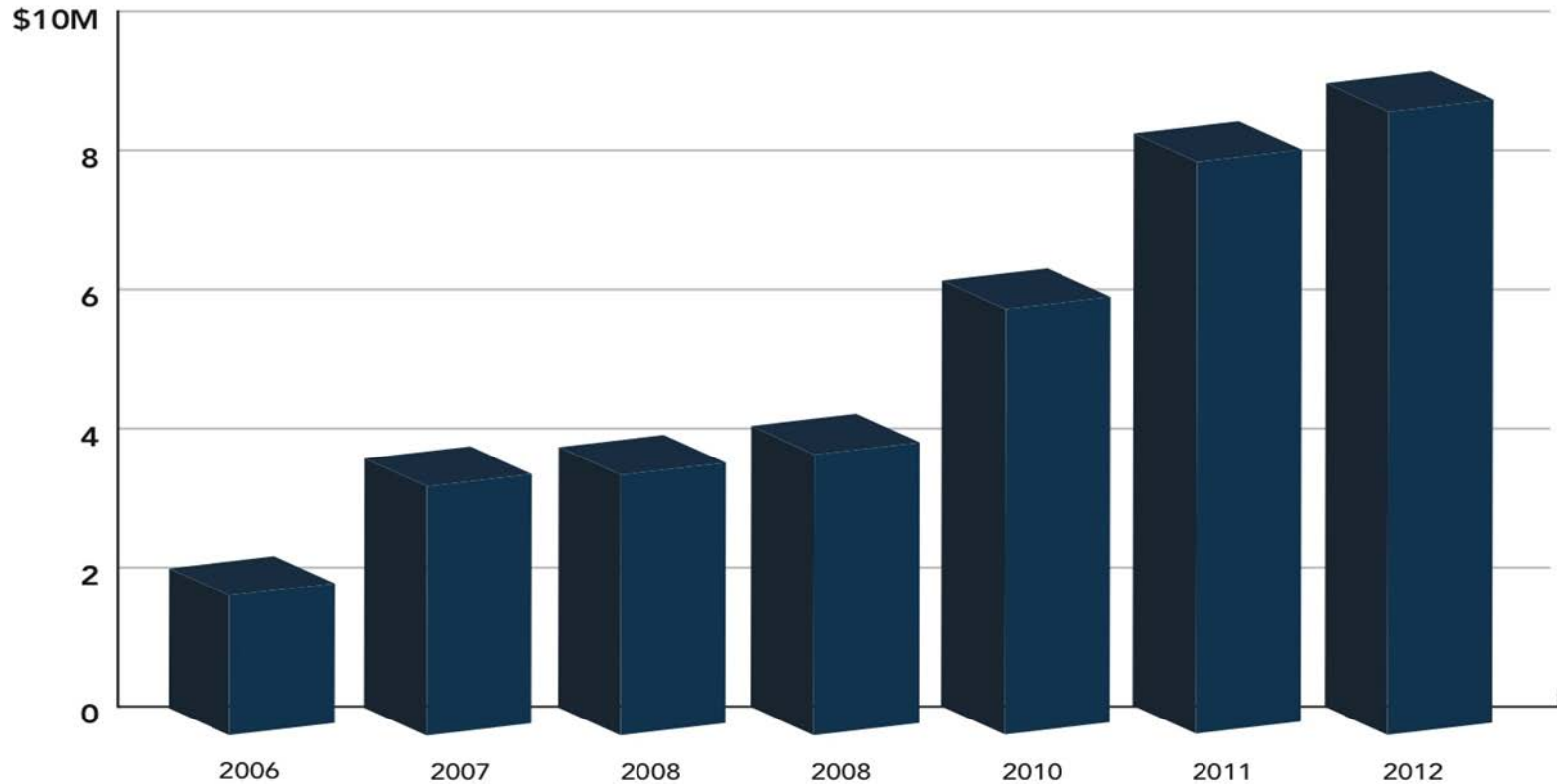
**Currently updating Fiscal Year 2013 forecast at:**

[hhs.gov/about/smallbusiness/forecasthome.html](http://hhs.gov/about/smallbusiness/forecasthome.html)

# CMS is Committed to Small Business Contracting

## CMS SMALL BUSINESS STATISTICS (2006 - 2012)

*(in millions)*



# Doing Business With CMS

- **The System for Awards Management (SAM):**  
Use SAM to make sure your core competencies in the Central Contractor Registration (CCR) database reflect the knowledge and experience CMS might be searching for
- **Seek partnering opportunities:**  
Pursue large businesses, as well as other small businesses
- **Past performance matters:**  
Do good work!
- **Be prepared:**  
Review contract and task order award data in the Federal Procurement Data System via [fpds.gov/fpdsng/cms/](https://fpds.gov/fpdsng/cms/) or [usaspending.gov](https://usaspending.gov). Be aware of what may be coming up for re-compete.
- **Respond thoughtfully to Sources Sought Notices**
- **Get a GSA Federal Support Service (FSS) contract**

# CMS Resources for Contracts Information

- **Daniel Kane (Director, OAGM)**
  - Email: [Daniel.Kane@cms.hhs.gov](mailto:Daniel.Kane@cms.hhs.gov)
  - OAGM Front Office Phone: 410-786-9280
- **Brenda Thew (Acting Deputy Director, OAGM)**
  - Email: [Brenda.Thew@cms.hhs.gov](mailto:Brenda.Thew@cms.hhs.gov)
  - OAGM Front Office Phone: 410-786-9280
- **Active CMS Contracts (as of May 2011):**  
[hhs.gov/about/smallbusiness/activecontracts.html](http://hhs.gov/about/smallbusiness/activecontracts.html)
- **General CMS Contracting Information:**  
[cms.gov/ContractingGeneralInformation/](http://cms.gov/ContractingGeneralInformation/)